

## Message Text

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ACTION AGRE-00

INFO OCT-01 EA-12 ISO-00 STRE-00 STR-07 EB-08 L-03

TRSE-00 OMB-01 CIAE-00 INR-10 NSAE-00 /042 W

-----072474 160514Z /14

R 150938Z JUN 78

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 8858

UNCLAS TOKYO 10954

PASS AGRICULTURE AND STR ELECTRONICALLY

E.O. 11652:NA

TAGS: EAGR, ETRD, JA

SUBJECT: STRAUSS/USHIBA FOLLOW-UP: JAPANESE/AUSTRALIAN

- DISCUSSIONS ON HQ BEEF

REF: STATE 115873

1. SUMMARY. AFTER LONG AND HEATED DISCUSSIONS JUNE 13-14 JAPANESE PERSUADED AUSTRALIANS TO ACCEPT DEFINITION OF HIGH QUALITY BEEF AND CERTIFICATION PROCEDURES AGREED BETWEEN U.S. AND GOJ IN EARLY MAY. HEREAFTER LIPC TENDERS WILL SPECIFY CUTS AND QUALITIES BUT WILL NOT SPECIFY REGION OF ORIGIN. END SUMMARY.

2. MAF MEAT AND EGG DIV. DEPUTY DIRECTOR MIZUSUNA BRIEFED ACTG AGATT JUNE 15 ON RESULTS OF DISCUSSIONS JUNE 13-14 BETWEEN MAF AND AUSTRALIAN MEAT AND LIVESTOCK CORP. PRESIDENT JONES AND AUSTRALIAN EMBASSY OFFICIALS. MIZUSUNA SAID THAT ON BOTH DEFINITION AND CERTIFICATION, DISCUSSIONS WERE LONG AND HEATED AND AUSTRALIANS RAISED MANY QUESTIONS BUT IN END ACCEPTED BOTH ON CONDITION THAT TENDERS FOR HIGH QUALITY BEEF BE ON GLOBAL BASIS.

3. RE DEFINITION, AUSTRALIANS WERE UPSET THAT IT SPECI-  
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FIES AGE OF UP TO 30 MONTHS. THEY MAINTAINED THEY COULD MEET QUALITY REQUIREMENTS IF THEY COULD FEED UP TO 36 MONTHS. THEY QUESTIONED WHY THERE WAS AN AGE LIMIT WHEN THERE IS NONE IN EITHER U.S.OR JAPANESE GRADING STANDARDS.

4. AUSTRALIANS WILL CERTIFY BEEF AS HIGH QUALITY UNDER DEFINITION 2 WHERE CERTAIN QUANTITIES OF FEED MUST HAVE

BEEN USED. CERTIFICATION WILL AND MUST BE BY GOA.

5. AUSTRALIANS INSISTED THAT ALL FUTURE LIPC TENDERS MUST BE GLOBAL AND MAF AGREED THAT HERE REGIONS OF ORIGIN WILL NOT BE SPECIFIED IN TENDERS. INSTEAD, FOR HIGH QUAL-

ITY BEEF, U.S. MEAT BUYERS GUIDE NUMBERS AND SPECIFICATIONS WILL BE CALLED FOR. FOR BEEF GRADED GOOD INCLUDING QUALITIES SUCH AS TRADITIONAL AUSTRALIAN GRASS FED BEEF EXPORTS TO JAPAN, AUSTRALIAN NUMBERS AND SPECIFICATIONS WILL BE USED.

6. MIZUSUNA NOTED THAT ON NEXT TENDER, IF GOA AND U.S. BOTH CERTIFY BEEF OFFERED IS HIGH QUALITY AND AUSTRALIANS CAN OFFER LOWER PRICE, LIPC MAY BUY SOME AUSTRALIAN BEEF. HOWEVER, SINCE CUTS FROM EACH COUNTRY ARE CERTIFIED AS HIGH QUALITY, LIPC WILL RESELL HQ BEEF FROM BOTH COUNTRIES AT SAME PRICE. BUYERS WILL OBVIOUSLY PURCHASE BEEF THEY PREFER FIRST AND LIPC WILL BE GUIDED BY BUYER PREFERENCE FOR PURCHASES UNDER SUBSEQUENT TENDERS.

7. MIZUSUNA STRESSED THAT MAF HAS ENDEAVORED TO AVOID FAVORING EITHER COUNTRY. AUSTRALIANS WILL HAVE TO MEET U.S. STANDARDS IF THEY ARE TO SELL HIGH QUALITY AND U.S. EXPORTERS WILL HAVE TO LEARN AUSTRALIAN SYSTEM IF THEY

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WISH TO EXPORT LOWER QUALITIES OF BEEF. MANSFIELD

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## Message Attributes

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**Review Markings:**  
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